



Association for the Improvement  
of American Infrastructure

*Together, we move P3s forward.*

## P3 Procurement Process

**FACT:** One of the key drivers for the successful development of a P3 project is a defined, properly structured procurement process that encourages private sector companies to bring forward their best people and ideas.

### KEY STAGES OF THE PROCUREMENT PROCESS

**Simply stated:** A P3 procurement model is a combination of design, construction, financing, operations, and maintenance. Key issues that public agencies must consider in conducting a project procurement are structuring the agreement, conducting a fair and competitive procurement process, and negotiating a final agreement that is transparent and protects the public interest.

Issue RFQ	RFQ t issued inviting teams to submit qualification and credentials	30-60 days (est.)
Shortlist or Prequalify Proposers	Shortlist or prequalify teams chosen based on Selection criteria	30-45 days (est.)
Issue RFP	RFP released including project agreement and technical requirements	60-90 days (est.) after RFP issued
Proposal Period	Proposers develop comprehensive technical and financial proposals	3-6 months (est.)
Select Preferred Proposer	Preferred proposer chosen based on evaluation criteria included in RFP	30-60 days (est.)
Negotiations	Negotiate final terms and conditions with preferred proposer	30-60 days (est.)
Commercial & Financial Close	Preferred proposer executes project documents and project financing	60-90 days

### WHAT CAN THE PUBLIC SECTOR DO TO ENSURE A SUCCESSFUL PROCUREMENT?

#### Engage the public early on:

- Identify and explain engagement opportunities
- Highlight benefits of community participation in decision-making
- Improve transparency for taxpayers
- Explain communication plans for P3 program and projects
- Improve stakeholder understanding of public-private partnerships

#### Create a positive community experience:

- Work to build consensus internally and externally
- Inspire public confidence and find ways to engage with the community
- Positive experiences result in fast-track project deliveries, local and regional economic development, and continued successful operations

*Political, agency and private sector leaders believe the success of P3 projects are directly attributed to their focused emphasis on community outreach programs – programs that have evolved since the early days of P3 initiation a decade ago.*